The MEDCOM Office of Small Business Programs

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Small Business Programs Office

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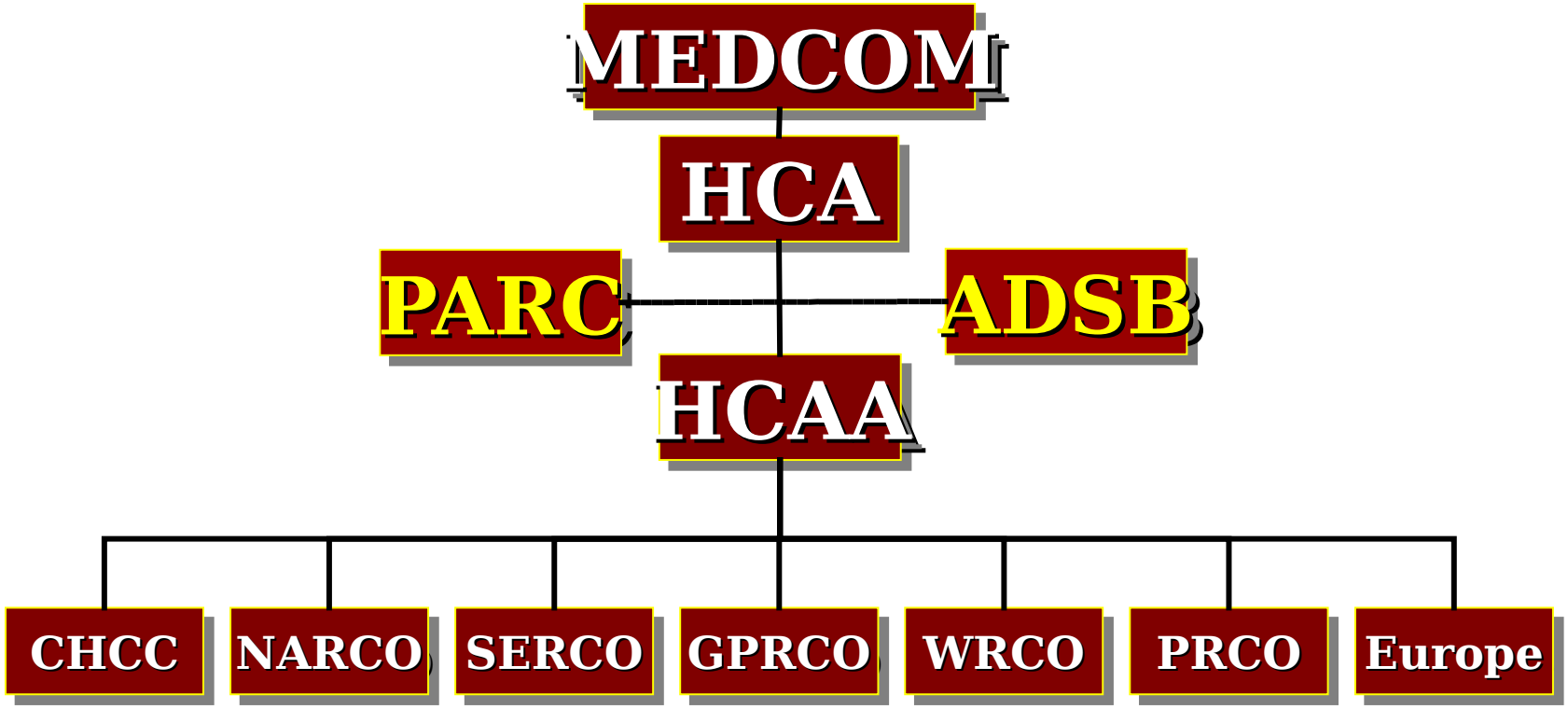

We Are

- A service-oriented team providing responsive assistance to small business concerns, HBCU/MI, and the Health Care Acquisition Activity.
  - We ensure that small businesses have an equitable opportunity to provide goods and services at the best value in support of military medical readiness.
  - We recommend challenging goals for our contracting offices and assist them in achieving those goals.
  - We provide guidance, assistance, and education to our acquisition community to help in the implementation of the Army Small Business Program.
- The Medical Command's primary liaison to the Small Business Administration for health care acquisitions.

Our Vision

- The Small Business Programs Office of the US Army Medical Command is the premier small business office in the Army.
- The Medical Command is recognized and respected for its comprehensive and proactive programs that contribute significantly to the benefit of the U.S. Government and small businesses concerns, and in particular to the well-being of service members world-wide.

What We Do For Vendors:

- Educate on how to do business with MEDCOM
- Advise on services and commodities MEDCOM buys
- Introduce small business concerns to MEDCOM
- Make referrals to other agencies
- Arrange for vendor presentations

What We Do For Contracting Officers:

- Provide training and oversight
- Assist in locating small businesses
- Assist with acquisition planning
- Resolve issues with SBA

What We Do For Commanders and Program Managers:

- Assist with acquisition planning
- Advocate small business capabilities
- Assist in locating small businesses
- Resolve issues with SBA

Initiatives

- Community Involvement
  - San Antonio Business Opportunities Council
  - Procurement Technical Assistance Center conferences
  - Local Universities and Colleges
  - Conferences and Tradeshows
  - DOD Regional Council for Small Business Education and Advocacy
- Web Site: http://sb.amedd.army.mil
- Scorecard
- MEDCOM Veterans and Small Business Conference

FY09 Small Business Program Goals

MEDCOM FY09 Goals

assigned by DA SADBU

	Prime Contracts	Subcontracts
Small Business	60.0%	30.0%
Small Disadvantaged Business	36.0%	7.0%
Woman Owned Small Business	12.5%	12.0%
Service Disabled Veteran Owned Small Business	3.0%	3.0%
Veteran Owned Small Business	N/A	3.0%
HUBZone	6.5%	3.0%
HBCU/MI	11.3%	N/A

Scorecard

PERFORMANCE AGAINST SMALL BUSINESS GOALS
AS OF
February 23, 2009

Actuals

OFFICE	SB	SDB	WOSB	SDVOSB	HUB	HBCU/MI	Score	Grade
CHCC	48.19%	32.60%	3.45%	1.71%	1.61%	11.06%	2.77	B
Score	B	B	C	B	C	B		
ERCO	-0.07%	0.00%	0.00%	0.00%	0.00%	N/A	0.55	D
Score	F	D	D	D	D			
GPRCO	65.49%	44.81%	13.04%	4.36%	16.49%	0.00%	3.73	A-
Score	A	A	A	A	A	D		
NARCO	61.91%	26.87%	15.42%	7.16%	3.37%	37.06%	4.00	A
Score	A	A	A	A	A	A		
PRCO	76.49%	52.04%	16.04%	0.10%	1.53%	0.00%	3.18	B
Score	A	A	A	D	B	D		
SERCO	43.11%	24.24%	8.65%	0.45%	1.12%	35.16%	2.55	B-
Score	B	B	B	D	D	A		
WRCO	40.41%	11.73%	12.03%	0.78%	1.80%	18.72%	2.91	B
Score	B	C	A	C	B	A		
HCAA*	58.26%	34.79%	11.51%	3.61%	7.47%	20.78%	4.00	A
Score	A	A	A	A	A	A		
Weight	*9*	*3*	*2*	*3*	*3*	*2*		

Legend:

Achieved or exceeded target	
Less than Target	
Negative or None Reported	
No Base Dollars Awarded	

Percentages shown in Table are actual percent achieved based on Dollars Awarded.

Letter Grades are based on the DOD Strategic Management System

A	90-100% of Target
B	50-89.99% of Target
C	25-49.99% of Target
D	0-24.99% of Target
F	*Less than 0% of Target*

Army Medicine

Army Strong